

Figure 1: Main Menu

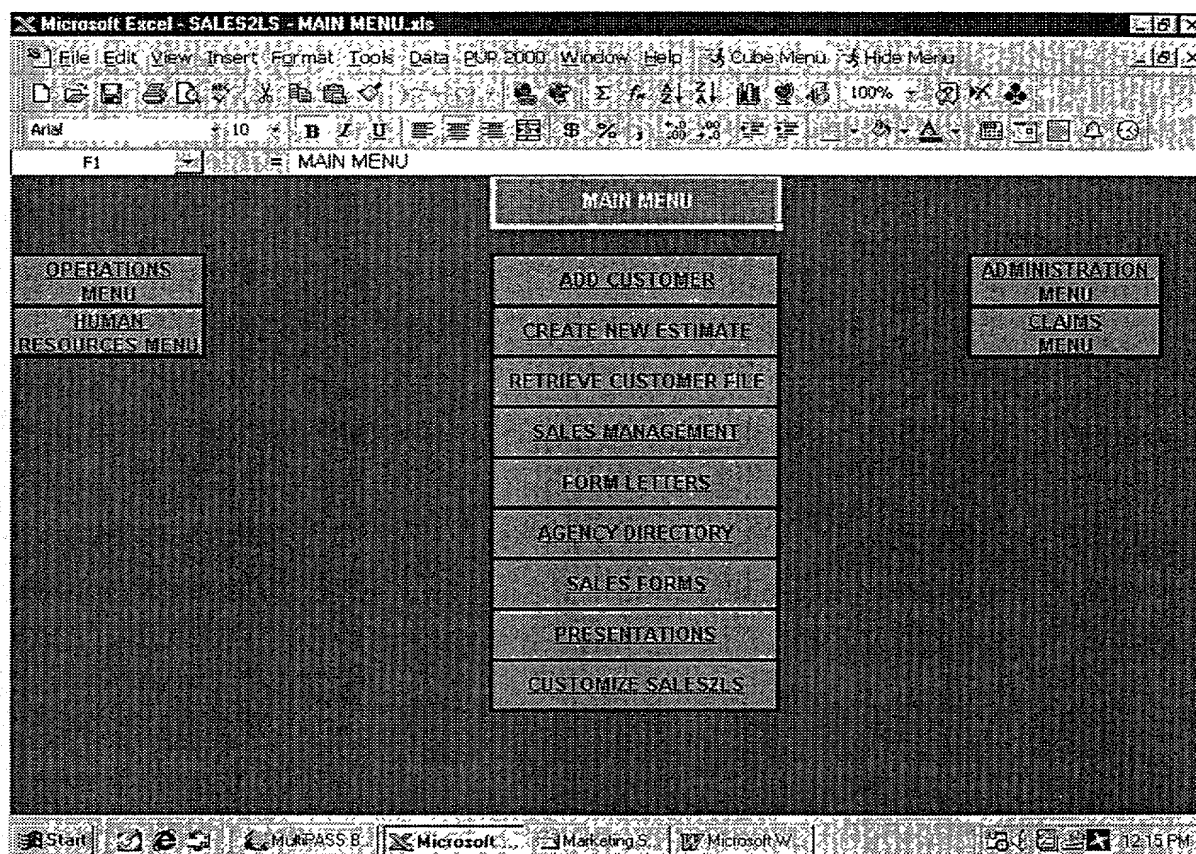


Figure 2: Form Letters sub-menu

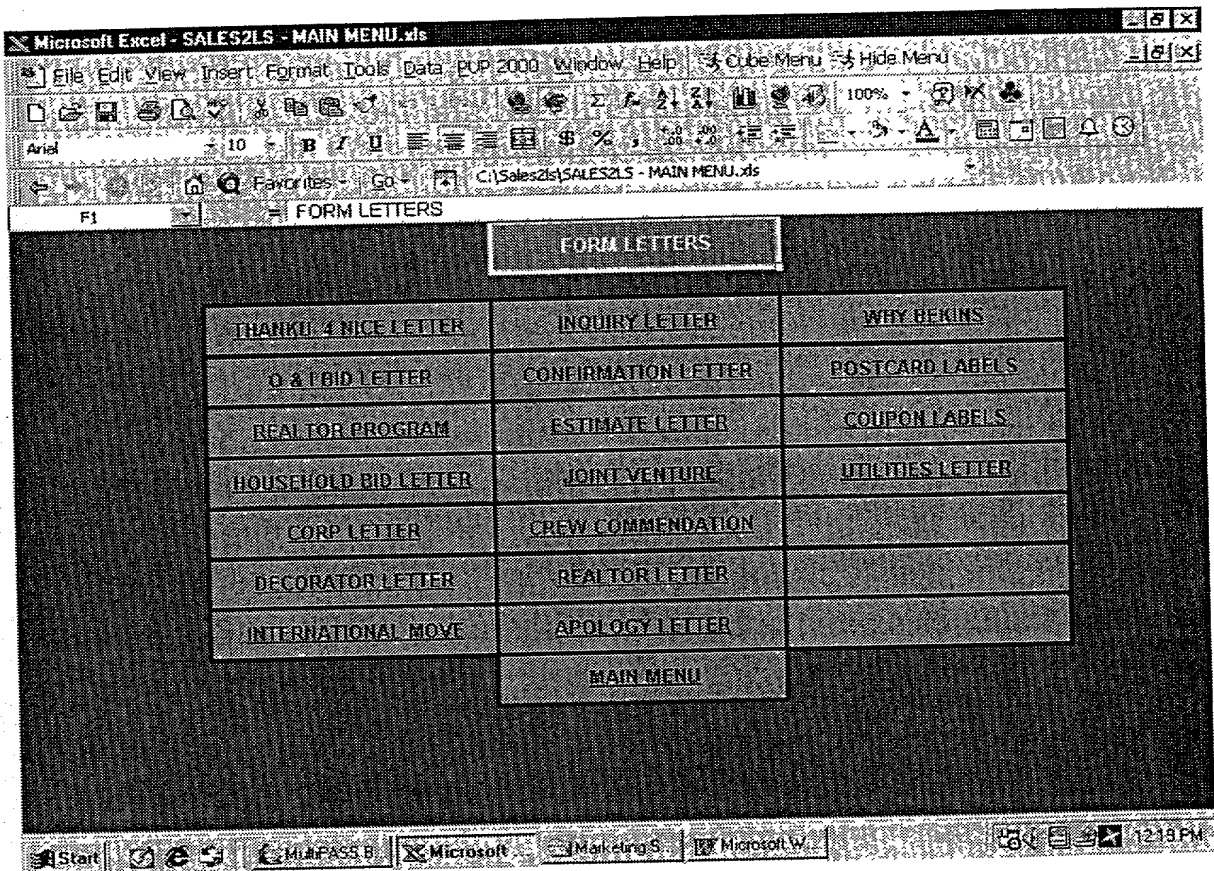


Figure 3: Customer Database  
input-screen

Microsoft Access

File Edit View Insert Format Records Tools Window Help

C:\Sales2\1400M Database.mdb

X400M Customer Database

DATE OF CALL	2/6/98 0:00	APPT DATE TIME	12:00:00 PM	SALESPERSON	RON
CUSTOMER	JOE CUSTOMER	TAKEN BY	LISA	CONSIGNEE	SAME
ADDRESS	1234 ELM	SOURCE	YP	DEST ADDRESS	W/A
CITY, ST	SCOTTSDALE	DATE SENT	2/6/98 0:00	DEST CITY, ST	CHICAGO
STATE	AZ			DEST STATE	IL
ZIP	65209			DEST ZIP	58900
COUNTY	MARICOPA			DEST COUNTY	COOK
PHONE	(602) 544-1234			DEST PHONE	(502) 355-1234
ADDL' PHO	(602) 555-2345			DEST ADDL' PHONE	(502) 233-2345

Record: 1 of 19

Form View

Start MultiPAS Microsoft Makein Microsoft Micros...

12:38 PM

Figure 4: Customer File Folder

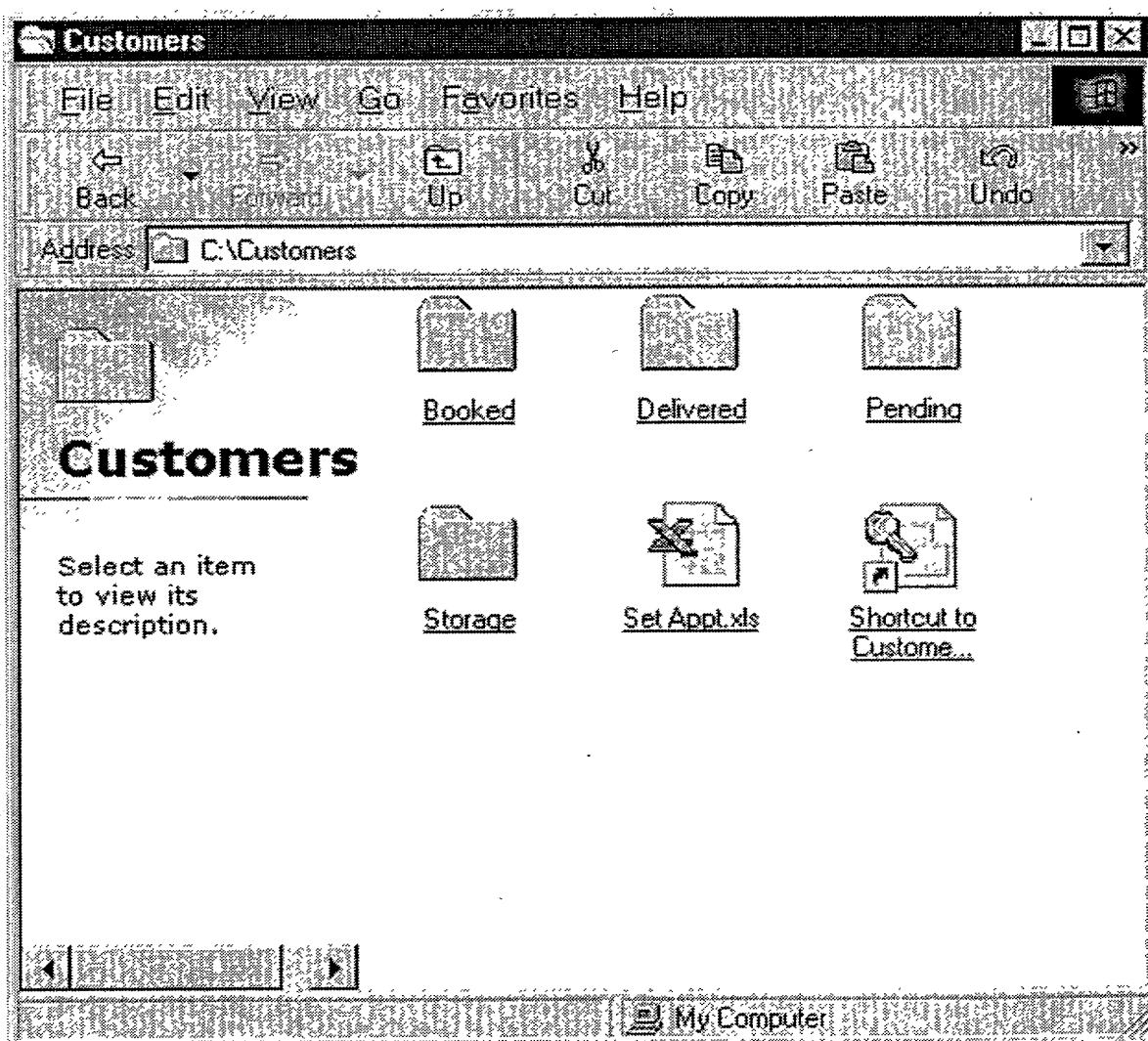


Figure 5 Find Files feature

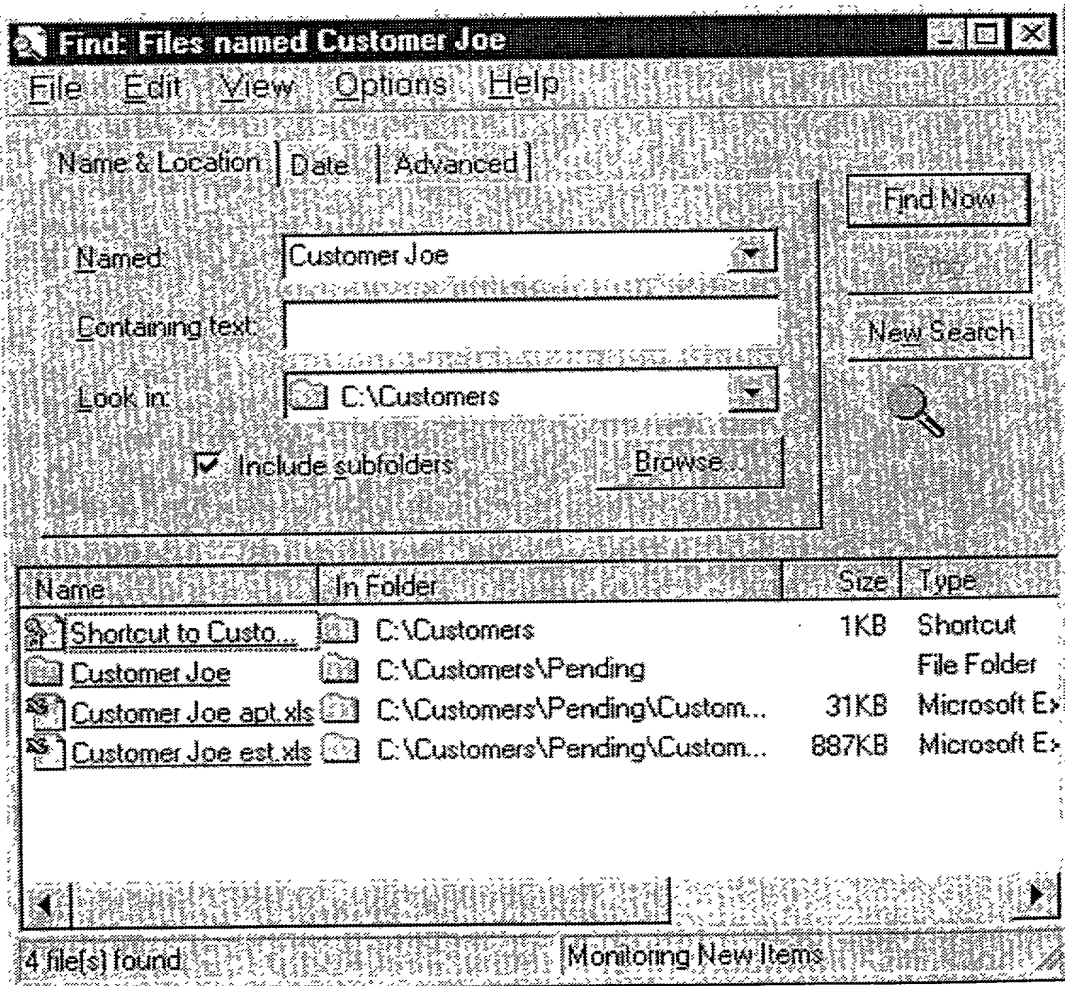


Figure 6 Appointment Card

Microsoft Excel - Customer Joe apt.xls

File Edit View Insert Format Tools Data PUP 2000 Window Help Cube Menu Hide Menu

Arial 12 B I U

C3 =CUST DATA1G2

### Appointment / Cover Sheet

Lead Source YP

Salesperson RON Appt Set by LISA Appt date 08-Feb-98 Time 12:00 PM

FROM: Name JOE CUSTOMER TO: D Name SAME

Address 1234 ELM D Address WIA

CITY SCOTTSDALE D CITY CHICAGO

ST AZ ZIP 65209 D ST IL D ZIP 58900

Phone (602) 544-1234 D Phone (502) 355-1234

Phone 2 (602) 555-2345 D Phone 2 (502) 233-2345

Local	Intrastate	Interstate	Storage	International
House	Condo	Apartment	Mobile Hm	Mini Sty
Bedrms	Liv. Room	Din. Room	Fam Rm	Kitchen
Patio	Garage	Storage	Other	Describe
PBO	Driver Pk	Partial Pk	Carrier Pk	Unpacking

COMMENTS: Joe is getting three estimates for corp.

Contact \_\_\_\_\_ C Phone \_\_\_\_\_

C Address \_\_\_\_\_

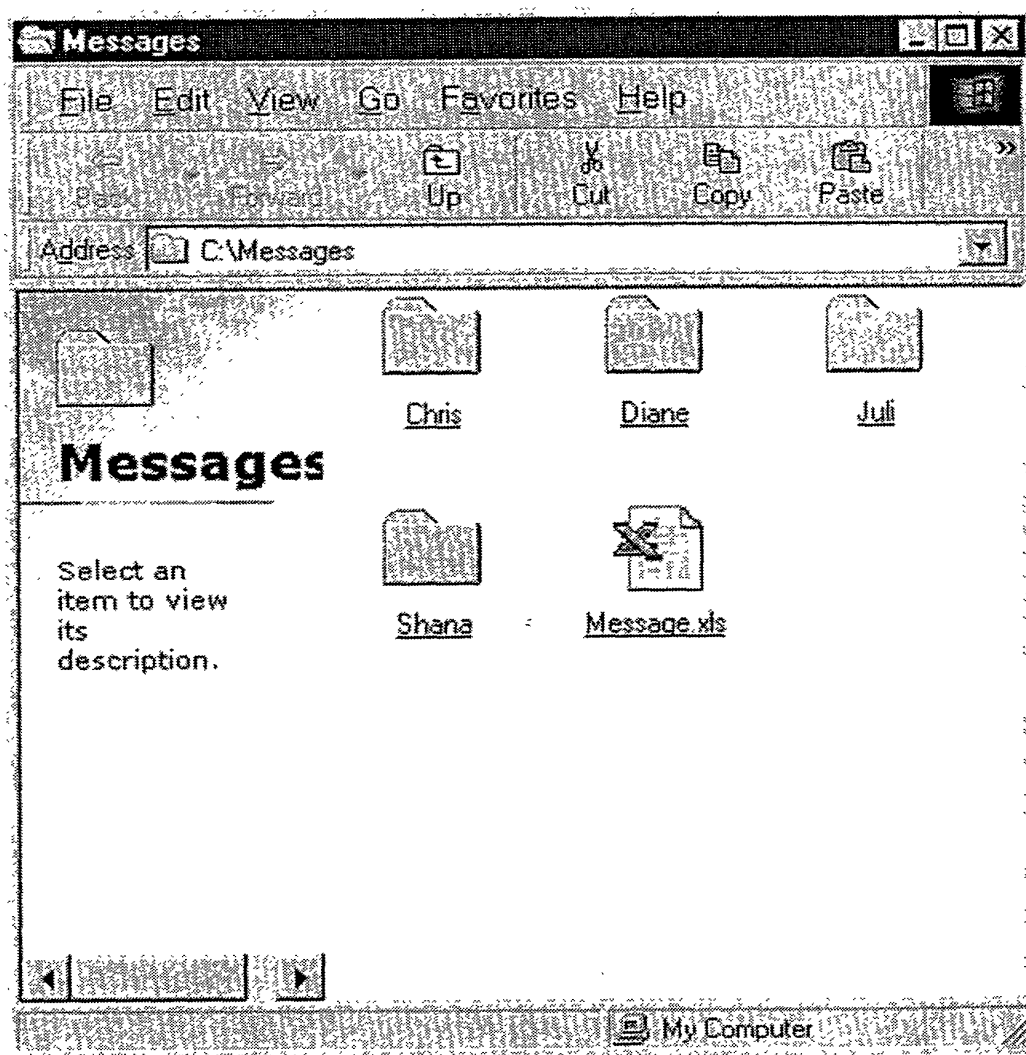
Contact at PAU ☐ TEL ☐

CUST DATA SET APPT CALL LOG

Start MINIPASS B Microsoft W Customer Joe Microsoft

1:04 PM

Figure 7: Messages directory



09779964-012002

Figure 8 Estimate worksheet

Microsoft Excel - Customer Joe est.xls [Read-Only]

File Edit View Insert Format Tools Data POP 2000 Window Help

Times New Roman

BS =CUST DATA!A2

### CLIENT INFORMATION CARD

MOVE TYPE	CARTAGE	SOURCE	DATE SENT TO SALES
TODAYS DATE 02/06/2000	OPERATOR	SALES PERSON	APPT DATE & TIME
WAYBILL	MASTER VIB	ORIG AGT	SALES PERSON #
REG AGT	BOOK AGT		DEST. AGT

ORIGIN INFO		DESTINATION INFO	
CUSTOMER	JOE CUSTOMER	CONSIGNEE	JOE CUSTOMER
ADDRESS	1234 ELM	ADDRESS	W/A
CITY	SCOTTSDALE	CITY	CHICAGO
STATE	AZ	STATE	IL
ZIP	65209	ZIP	58900
COUNTY	MARICOPA	COUNTY	COOK
PHONE	(602) 544-1234	PHONE	(502) 355-1234
ADDL PHONE	(602) 555-2345	ADDL PHONE	(502) 233-2345
SERVICE CODE	28	SERVICE CODE	252
	COST SCHED. C		COST SCHED. D

SHIPMENT INFO		DESTINATION CONTACT INFO	
MILES	1751	CONTACT	
EST H-HG WEIGHT	8000	ADDRESS	
CUBIC FT	1143	CITY	
AUTO DESCRIPTION		STATE	
AUTO WEIGHT		ZIP	
	TOTAL WEIGHT 8000		

CUST DATA / APPT CARD / CUBE SHEET / PACKING / PRICING / ESTIMATE

Start | Microsoft | Customer | Messages | Microsoft

1:55 PM



Figure 9: Estimate Menu

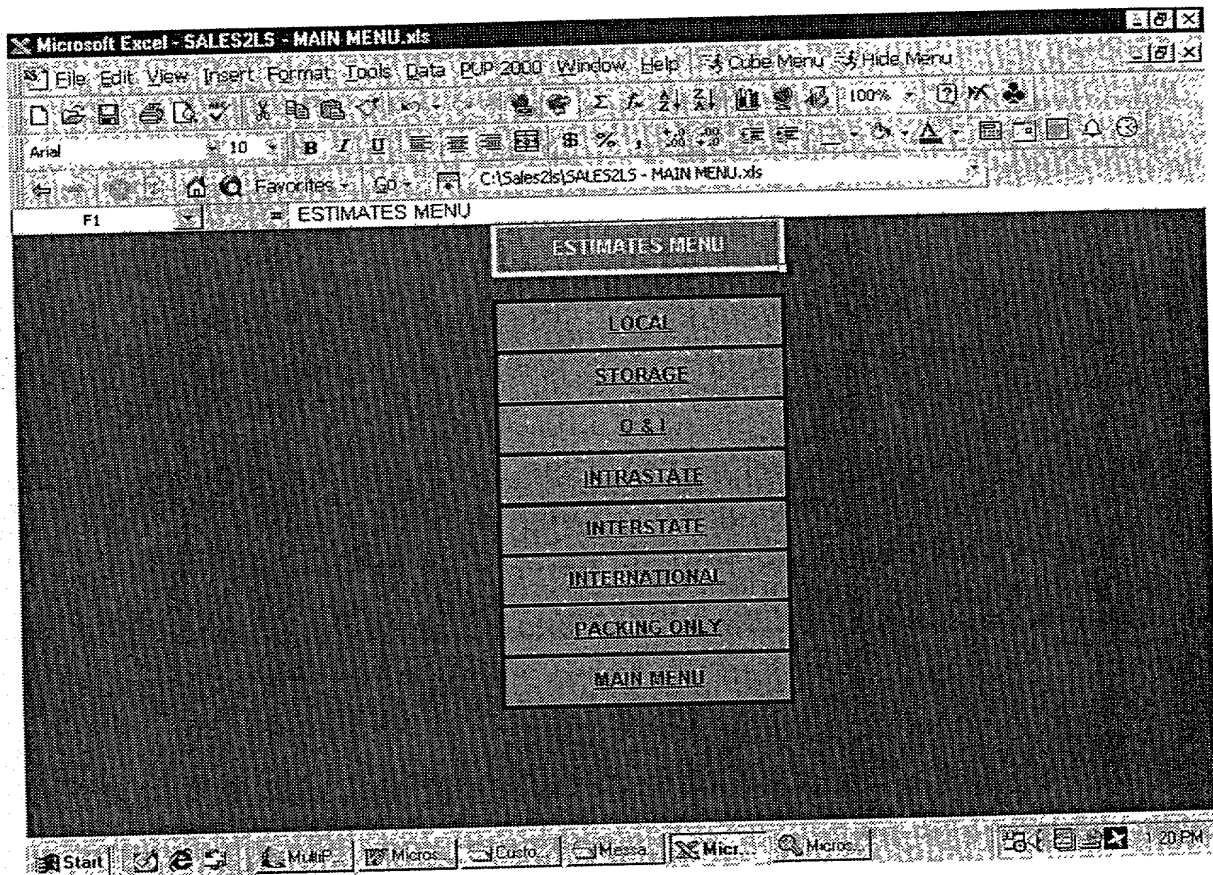


Figure 10. Cube Sheet

Microsoft Excel - 400M2000v1.xls

File Edit View Insert Format Tools Data RUP 2000 Window Help Cube Menu Hide Menu

Courier 10 B I U L R S % 75%

LIVINGROOM 0

## BEKINS

### PIECE COUNT TABULATION

CUSTOMER				AMENDED				AGENT				BILL OF LADING			
ITEMS NOT TO SHIP	ARTICLE	CUBE	NO.OF PIECES	TOTAL CUBE	ITEMS NOT TO SHIP	ARTICLE	CUBE	NO.OF PIECES	TOTAL CUBE	ITEMS NOT TO SHIP	ARTICLE	CUBE	NO.OF PIECES	TOTAL CUBE	
<b>LIVING AND FAMILY ROOMS</b>															
	BENCH	1.1	5												
	BOOKCASE	2.1	20												
	BOOKCASE SECT.	2.2	5												
	BOOKCASE SECT.	2.3	10												
	CHAIR-STRAIGHT	2.4	5												
	CHAIR-DESK	2.5	19												
	CHAIR-ROCKER	2.6	12												
	CHAIR-OCASIONAL	2.7	15												
	CHAIR-OVERSTUFFED	2.8	25												
	DESK	2.9	20												
	DESK	2.10	25												
	ENDTABLE SET	3.1	5												
	FOOTSTOOL	3.2	2												
	FOOTSTOOL	3.3	5												
	LAMP FLOOR	3.4	2												
	LAMP FLOOR	3.5	5												
	ORGAN	3.6	20												
	ORGAN	3.7	65												
	PIANO/SPINET	3.8	55												
	PIANO/SPINET	3.9	70												
	SOFA 3-CUSHION	4.1	20												
	SOFA 3-CUSHION	4.2	25												
	SOFA 3-CUSHION	4.3	40												
	SOFA 3-CUSHION	4.4	50												
	SOFA 3-CUSHION	4.5	60												
	SPEAKER	4.6	3												
	SPEAKER	4.7	5												
	STEREO CABINET	4.8	10												
	STEREO CABINET	4.9	20												
	TABLE	4.10	5												
	TABLE	4.11	10												
	TV/RADIO	4.12	15												
<b>TOTALS</b>															
<b>NURSERY (CONTINUED)</b>															
	PLAYPEN	5.1	10												
	CHANGING TABLE	5.2	5												
	TYPOUT	5.3	5												
	TYPOUT	5.4	5												
	TYPOUT	5.5	5												
<b>TOTALS</b>															
<b>KITCHEN</b>															
	BAR STOOL	6.1	5												
	BAR STOOL	6.2	5												
	CHAIR	6.3	5												
	IRONING BOARD	6.4	5												
	MICROWAVE OVEN	6.5	5												
	MICROWAVE OVEN	6.6	10												
	TABLE	6.7	10												
	TABLE	6.8	10												
<b>TOTALS</b>															
<b>APPLIANCES</b>															
	AIR CONDITIONER	7.1	20												
	DE-HUMIDIFIER	7.2	10												
	DISHWASHER	7.3	20												
	FREEZER/CUPBOARD	7.4	20												
	ICELESS	7.5	20												
<b>MISCELLANEOUS</b>															
	BENTOLE	8.1	10												
	CARD TABLE	8.2	5												
	CARD TABLE	8.3	5												
	CHAIR'S FOLDING	8.4	2												
	CHAIR'S FOLDING	8.5	5												
	CARRIAGE BABY	8.6	2												
	CLOTHES BASKET	8.7	2												
	CLOTHES BASKET	8.8	5												
	CLOTHES HAMPER	8.9	3												
	COAT RACK	8.10	10												
	COAT RACK	8.11	20												
	DESK OFFICE	8.12	20												
	FAN	8.13	3												
	FOOT LOCKER	8.14	10												
	FURNING CABINET	8.15	20												
	FURNING CABINET	8.16	2												
	GOLF BAG	8.17	5												
	GOLF BAG	8.18	2												
	HEATER	8.19	5												
	MAGAZINE RACK	8.20	2												
	METAL SHELVES	8.21	5												
	PING PONG TABLE	8.22	20												
	PLANT STAND	8.23	10												
	POOL TABLE	8.24	40												
	POWER TOOLS	8.25	20												
	RUG OR PAD	8.26	10												
	RUG OR PAD	8.27	5												
	STEP LADDER	8.28	5												
	CURTAIN	8.29	5												
	TABLE	8.30	5												
	TRASH CAN	8.31	10												
	TOOL CHEST	8.32	10												

LR DR BR NURSERY KIT APPL OUT BULKY AUTO MISC PBO CP CRATES TOTALS Zoom In Zoom Out

Start MAFASS Background Microsoft Word - Patent a Microsoft Excel - 400 7:04 AM

Figure 11: Packing Worksheet

Microsoft Excel - 400M2000vs1.xls

File Edit View Insert Format Tools Data BVP 2000 Window Help Cube Menu Hide Menu

Courier 10 B I U =ESTIMATEIH54

86

AMENDED ☐ BEKINS CUSTOMER NAME: JOE, CUSTOMER

PACKING WORKSHEET ☐ BILL OF LADING NUMBER

ACKNOWLEDGEMENT ☐ UNPACK Y/N ? N

CARTON TYPE	NO OF UNITS PACKED BY		MATERIAL CHARGES			LABOR CHARGES		UNPACKING	
	BEKINS	CUST	RATE	C. P.	P. B. O.	RATE	PACK	RATE	UNPACK
DISHPACK	12		30.45	365.40		38.95	467.40		
CTN 1.5	17		6.45	109.65		10.00	170.00		
CTN 3	14		9.30	130.20		15.70	219.80		
CTN 4.5	9		11.20	100.80		19.05	171.45		
CTN 6	6		12.85	77.10		21.85	131.10		
CTN 6.5			13.80			25.85			
WARDROBE	12		23.85	286.20		11.45	137.40		
CRIB MATT			8.80			8.95			
TWIN MATT	2		15.75	31.50		10.95	21.90		
FULL MATT			19.50			10.95			
KING/QUEEN	3		32.20	96.60		17.25	51.75		
KING SPLIT	2		22.10	44.20		10.95	21.90		
MIRROR	7		24.50	171.50		35.70	249.90		
NO. BOXES	84								
CRATING CUBE	6.00		TOTAL	1413.15		TOTAL	1842.80	TOTAL	
CRATING RATE	18.00								
CRATING \$'s			NET TOTAL	551.13		NET TOTAL	840.81	NET TOTAL	

PACKING INSTRUCTIONS:

APPT CARD / CUBE SHEET / PACKING / PRICING / ESTIMATE / PRICE GRID

Start Microsoft Word - Patent a Microsoft Excel - 400 7:47 AM

Figure 12 Pricing Worksheet

Microsoft Excel - 400M2000vst.xls

File Edit View Insert Format Tools Data PUP 2000 Window Help

Courier New 8 B 100%

D19 UNITS

AMENDED ☐  
PRICING WORKSHEET ☐  
ACKNOWLEDGEMENT ☐

**BEKINS**

TARIFF 400M  
SECTION 1 Customer  
Miles 1751 B/L Ref No

JOE CUSTOMER

TOTAL CUBE HH	1763	# 7 lbs	= TOTAL HH ITEM (HW)	12341
TOTAL CUBE AUTO		# 5 lbs	= TOTAL POUNDS AUTO	
TOTAL CUBE BULKY		# Ln Ft	= TOTAL lb BULKY OTHER	
TOTAL SHIPMENT CUBE	1763		= TOTAL WEIGHT	12341

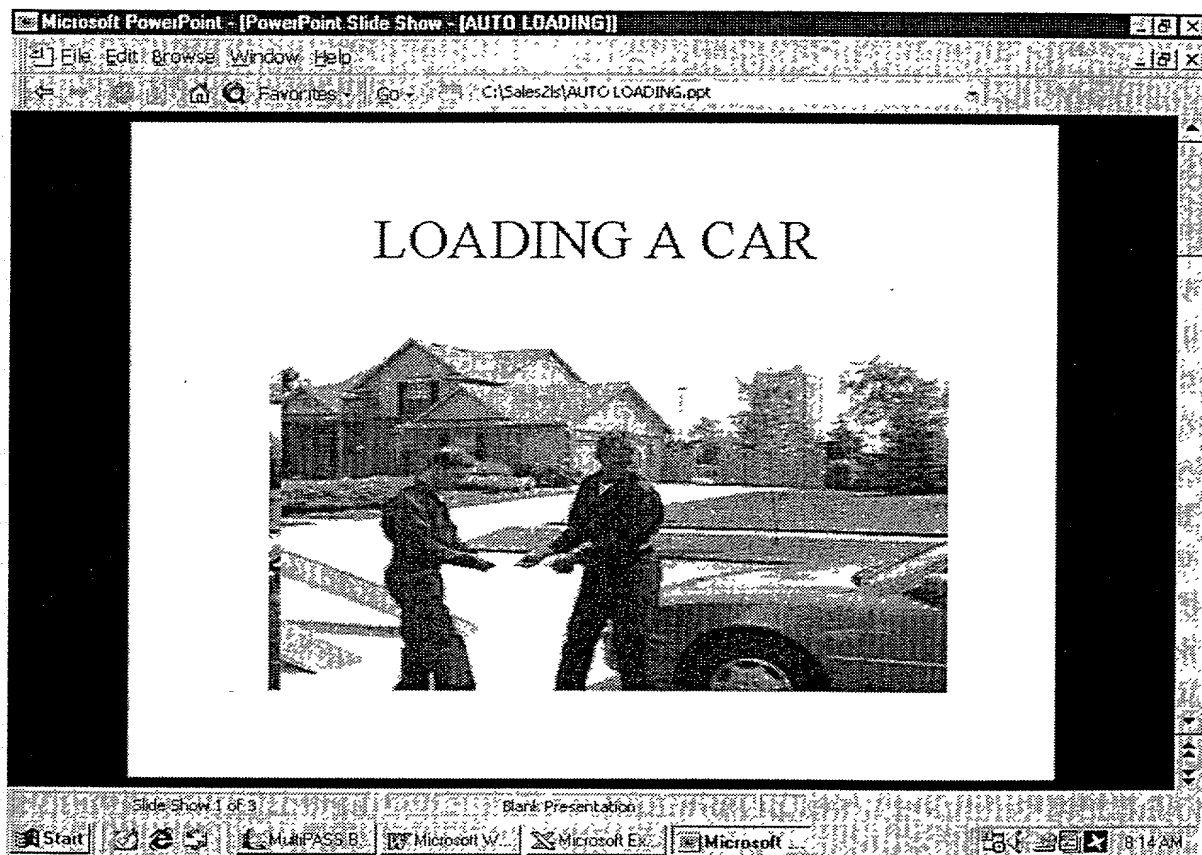
RATING VT.	123.41			GROSS	NET
BASE CHG.	13120	RATE PW	= TOTAL LINEHAUL	13120.00	5116.80
ADDITIONAL TRANS. AT ORIGIN	0.70	= RATE = ATCOR		86.39	33.69
ADDITIONAL TRANS. AT DEST.	4.50	= RATE = ATCDEST.		555.35	216.58
IMEX CHARGES RATE VT.		= RATE = TOTAL WC			
FUEL SURCHARGE 3%		RATE		393.60	153.50
TOTAL TRANSPORTATION CHARGE				14155.33	5520.58

ORIGIN/DEST CHARGES	UNITS	RATE	GROSS	ORIGIN SERVICES	DEST SERVICES
TOTAL MATERIAL CHARGE	84	BY UNIT	1413.15	551.13	
TOTAL PACKING LABOR CHARGE	84	BY UNIT	1642.60	640.61	
TOTAL UNPACKING LABOR CHARGE		BY UNIT			
BULKY HANDLING AUTO		161.35			
BULKY					
BULKY					

APPT CARD / CUBE SHEET / PACKING / PRICING / ESTIMATE / PRICE GRID

Start Multipass Background Microsoft Word - Patent a Microsoft Excel - 400 7:57 AM

Figure 13: Auto presentation



For the first time in the history of the world, the people of the world are now free to choose their own government. The people of the world are now free to choose their own government. The people of the world are now free to choose their own government.

[illegible]

Figure 15: Fujitsu Mini-Notebook

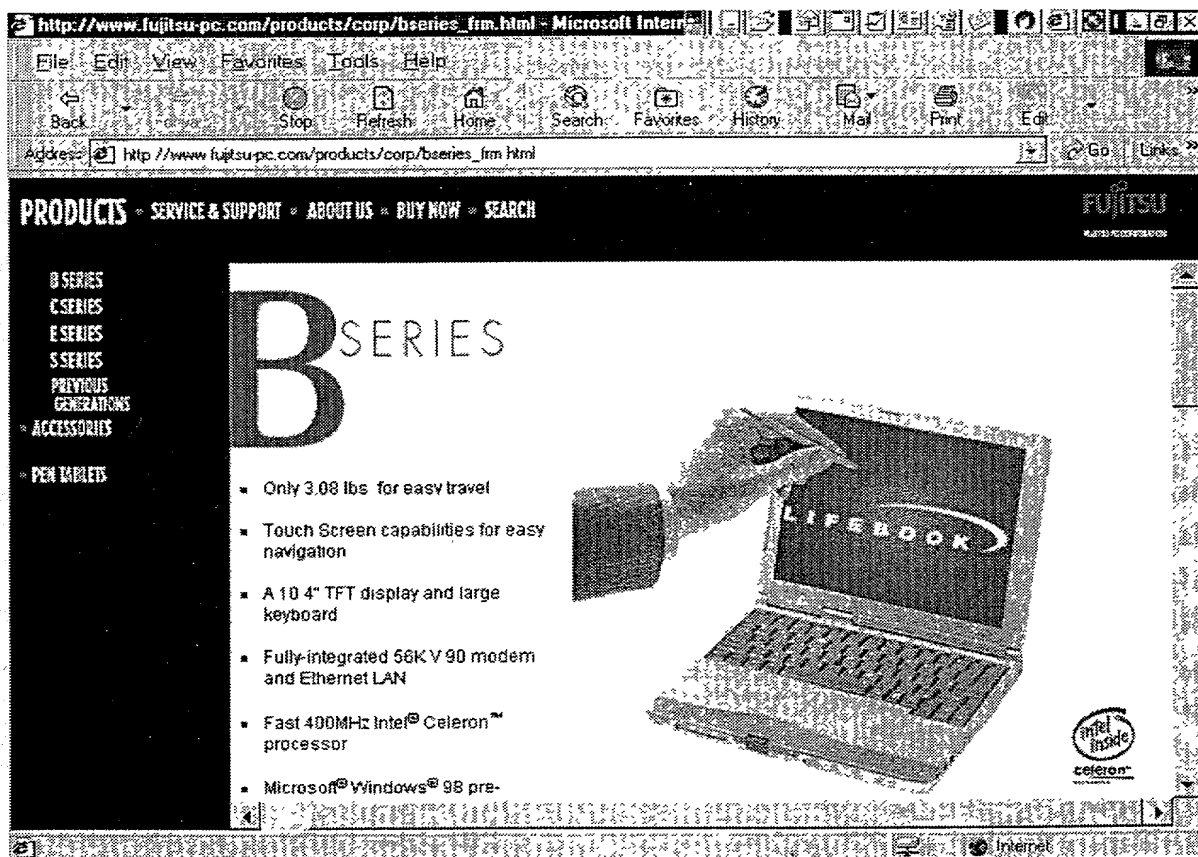
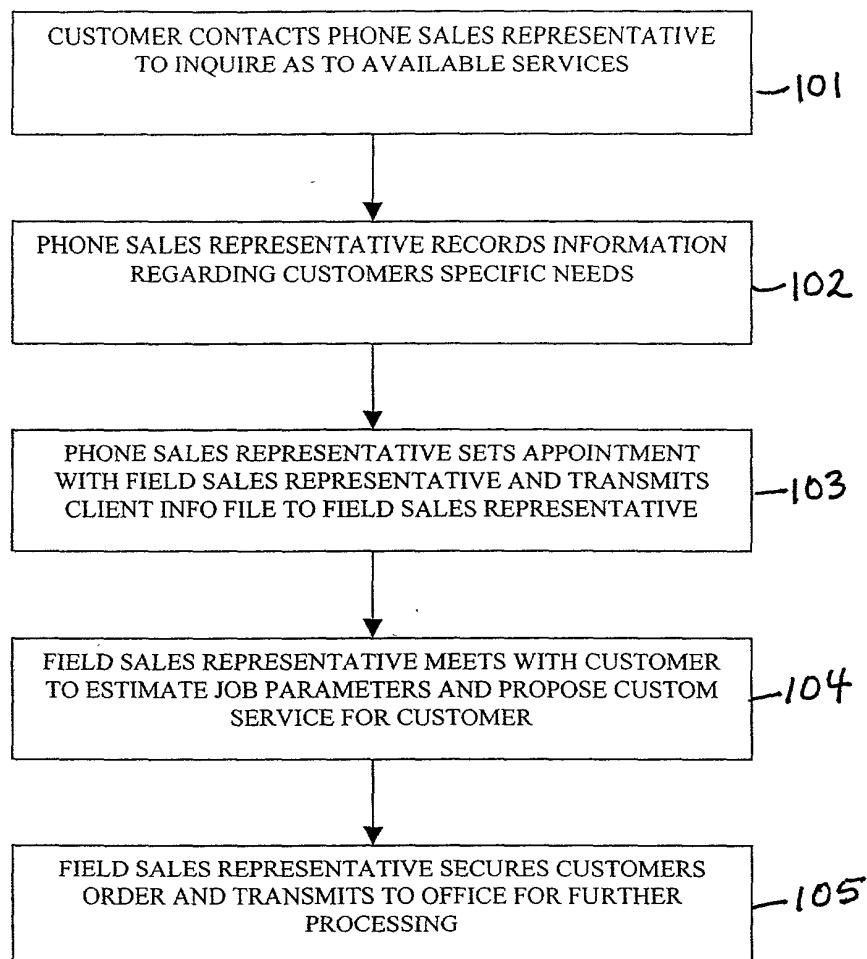


Figure 16 Information Flow Diagram





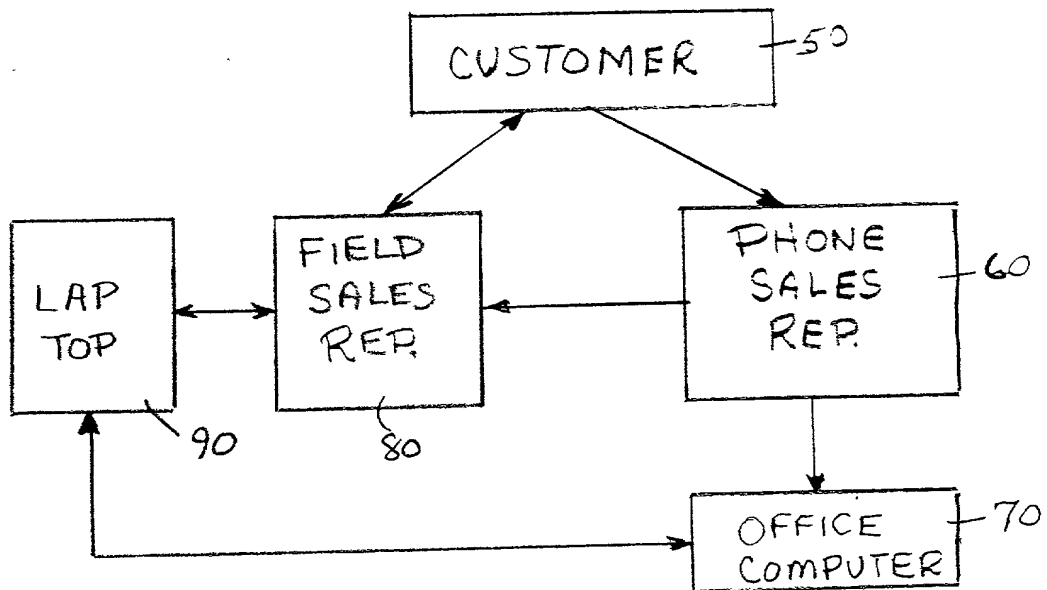


Figure 17